

How to Use the Dairy Products Statewide Contract

Contract #: GRO23

Contract Duration: 04/01/2012 to 3/31/2013

MMARS #: GRO23* - Options to renew: No options available

Contract Manager: Betty Fernandez - 617-720-3133 Betty.Fernandez@state.ma.us

This contract contains **Environmentally Preferable Products (EPP) Equipment, Supplier Diversity Program and Prompt Pay Discount**

Last change date: 11/20/12

Contract Summary

This statewide contract provides various selections of Dairy Products which includes the following products in various size cartons, containers, bottles, etc. and various flavors: milk, juices, yogurts, cream cheese and ice cream, etc. The Market Basket structure of this contract award allows users to purchase items from the market basket lists as well as from the Contractors' additional list of catalog items that may be requested directly from the contractors.

Dairy products not identified in the available market basket contract award list may also be purchased from the Contractors as long as the products fall under the scope/description of the Dairy Products Statewide Contract.

Benefits and Cost Savings

The statewide contract provides a market basket list of the most commonly used dairy products with available pricing. The benefits and potential cost savings are as follows:

- The identified Dairy Products have fixed pricing for the contract duration. Pricing remains firm through March 31, 2013, which allows users to order and plan menus accordingly at a fixed price for the contract period.
- **Competitive Pricing** – The Strategic Sourcing Services Team (SSST) has awarded the contract to Garelick Farms and Rosev Dairy Foods who provided the most competitive pricing for dairy products.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies

04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options: Purchases made through this contract will be direct, outright purchases.

How to use the contract

User departments should do a cost comparison with the two (2) listed Contractors to determine which Contractor is providing the lowest price and the best value for the products being purchased. A cost comparison sheet is available on the Comm-PASS (www.comm-pass.com) web site under the “Forms & Terms” tab. Once users have determined which Contractor is providing the lowest price and the best value the user department may place their order with that Contractor. The customer service numbers are listed below and the customer service hours are identified for both Contractors. For problems which are not resolved through customer service, contract users should contact the Account Manager, at the number listed below. Contract users may request a Buyer’s Guide to assist in ordering directly from the Contractors. There is no minimum order for dairy products for either Contractor.

Price & Acquisition - A market basket price list entitled **“Price Sheet Dairy Products & Ice Cream 2012-2013”** is available on www.Comm-PASS.com web site under the “Vendor” tab for Dairy Products. To access the price sheet, click on the “Vendor” tab, click on the view icon (eyeglasses) for the selected Contractor, then scroll to the bottom of the page to view the price list. The pricing is identified in two columns, the Department of Corrections pricing is listed in the first column and all other users pricing is listed in the second. These prices do not include equipment rental, which is also available, if needed. Equipment pricing should be negotiated on an individual basis and can range from no charge for equipment placed to control costs (for example the reduction of delivery frequency) to an up charge program. Contract users should refer to the “Contractor Information” listed below to obtain additional added value discounts.

All pricing WILL remain firm through March 31, 2013.

Additional Information

Delivery – All deliveries are FOB and no additional delivery charges are allowed. All orders will be processed, confirmed and delivered based on established delivery schedules. The ordering location will define delivery requirements and will establish a mutually agreed upon delivery schedule with Contractors. The Contractor(s) must make delivery of items as requested by the ordering facility. The Contractor(s) must call the facility to schedule a delivery. Any change in the specified delivery schedule requires approval by the ordering facility. The ordering location will determine delivery time and date. Locations may establish weekly, semi-weekly or daily scheduled deliveries. Locations may also schedule individual deliveries when placing the order. Any items not delivered on schedule may be canceled at no cost to the Commonwealth. If the ordering facility must purchase non-delivered items from another source, the contractor must cover any additional costs incurred by the facility for these items.

The Contractor must place dairy products in the delivery location coolers immediately upon delivery. Any spoilage due to non-compliance with this requirement will be returned at the Contractor's expense. Delivery staff must rotate products in the delivery location's freezer upon making a new delivery. Departments are not required to accept any product that is visibly damaged, dented, squeezed or torn. The contractor must replace any item received in unacceptable condition at no cost to the ordering facility.

Delivery Requirement for the Department of Correction – The Contractor(s) must meet all Department of Correction security requirements applicable to each facility. Requirements may include, but are not limited to: inspection and search of all delivery vehicles including driver; cab and all contents thereof; locking gas or fuel caps, all drivers must pass a CORI background check no split load deliveries where required; strict delivery time requirements and any other security requirements as deemed necessary by the department or institution. Contractors may be asked to deliver products outside the established delivery schedule to respond to emergency situation.

Vendor List and Contract information

Please refer to the "Vendor" tab of Comm-PASS (www.comm-pass.com) at the bottom of the vendor detail page for **"Price Sheet Dairy Products & Ice Cream 2012-2013"** pricing attachment for each contractor listed below.

**Suppliers are involved in the following programs. Supplier Diversity Program (SDP) Environmentally Preferable Products Program (EPP), and Prompt Pay Discount (PPD).*

Contractor Information

VC6000249774 – Vendor Line 1

***SDP, EPP and PPD**

Garelick Farms, LLC, 626 Lynnway, Lynn, MA 01905

Account Manager: James M. Walsh

E-mail: Jim.Walsh@deanfoods.com

Phone: 781 599 1300 x649

Fax number: 781 599 7810 or

Account Manager Liz Connolly

Phone number: 800-487-8700 x 219

Fax number: 781-599-7810

E-mail address: liz_connolly@deanfoods.com

Customer Service Phone 800 487 8700 x407

Customer Service hours: 8:00 AM-5:00 PM Monday through Friday 8:00 AM-2:00 PM Saturday

Website: www.garelickfarms.com

Prompt Pay Discount: .25%-10 days

Dock Delivery Discounts (DDD) 2% applies only when delivery is consistently dock delivery.

Volume Purchase Discount (VPP) 2% on all accounts with an average delivery of at least 200 cases will qualify.

Percent off discount of catalog items: 10% Additional products available in Product Catalog please request this catalog from the contractor.

VC6000168462 – Vendor Line 2

***SDP, EPP and PPD**

Rosev Dairy Foods, Inc., 220 Second Street, Chelsea, MA 02150

Account Manager: Stephen Jamgochian

Email: sjamgochian@rosevdairy.com

Phone: 617 889 7444 x6868

Fax number: 617 884 9347

Customer Service Phone: 617 889 7444 option 1

Customer Service hours 8:30 AM-5:00 PM Monday through Saturday

Website: www.rosevdairy.com

Prompt Pay Discount: 2%-10 days, 1%-15 days, .5%-20 days

For Dairy Products: NB: Prices do not include dairy supplies equipment *Note: 8 oz. plastic requires 60 day lead time

For Ice Cream Products: NB: prices do not include ice cream supplies equipment

Strategic Sourcing Services Team Members

Christopher Gendreau	Dept. of Correction, Milford
Stephen Burnett	Dept. of Correction, Bridgewater
Anton Smith	Dept. of Correction, Milford

Summary of Where to Obtain Important Contract Information

To obtain in depth contract information please go to the Comm-PASS (www.comm-pass.com) website, click on “Contracts” then search by document number GRO23 to locate the following contract information:

Contract User Guide	“Forms & Terms” tab
Dairy Products Cost Comparison Price Sheet 2012-2013	“Forms & Terms” tab
Price Sheet Dairy Products & Ice Cream 2012-2013	“Vendor” tab